January 2, 2004

Mr. Lionel Pincus
Warburg Pincus
466 Lexington Avenue
New York, New York 10017

Dear Lionel:

Deepak Moorjani, a very talented former colleague of mine with extensive venture capital experience, is giving serious consideration to moving back to India and knowing your extensive investments there I thought you would be interested in talking to him. I believe he made an effort at some point to get in touch with your firm but without much success. I can assure you whatever the outcome it will not be a waste of your time as he is a very talented young man.

I hope this finds you well and that our paths will cross in more than a casual way in the New Year.

Sincerely,

Robert S Pirie

Enclosure

52 West 9th Street, New York, NY 10011